

Message Text

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ACTION AF-08

INFO OCT-01 EUR-12 NEA-10 ISO-00 EB-07 OPIC-06 TRSE-00 L-03

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FM AMEMBASSY LAGOS

TO SECSTATE WASHDC 7181

USDOC WASHDC

AMEMBASSY LONDON

AMCONSUL CASABLANCA

UNCLAS LAGOS 11487

FOR BIC/OIM: SALLY MILLER

FOR LONDON PASS TO ADRIAN CASTILLA, FORD CORP.,
BRENTWOOD, ESSEX, TEL BRENTWOOD 25300

FOR CASABLANCA PASS TO TERENCE INGLE, GENERAL MOTORS
CORP., VILLA LA ROSA, RUE DE ROYON, AIN-D'AB, CASABLANCA
TEL. 25-83-42

E.O. 11652: N/A

TAGS: BEXP, ELTN, NI

SUBJ: MULTIPLE AUTOMOBILE DEALERSHIPS FOR NIGERIA

1. IN NEW CONFERENCE ON OCTOBER 5, FEDERAL COMMISSIONER FOR
TRADE, MAJOR-GENERAL MUHAMMED SHUWA, ANNOUNCED THAT THE FMG
QTE HAS NOW ACCEPTED THE PRINCIPLE THAT ALL MONOPOLIES AND
SOLE AGENCY AGREEMENTS ENTERED INTO BETWEEN NIGERIAN IMPORTERS
OF GOODS OR SERVICES (EXCEPT PATENTS, TRADEMARKS AND DESIGNS)
SHOULD BE ABROGATED UNQTE.

2. SHUWA EXPLAINED THAT THE NEW GOVERNMENT POLICY WOULD BE
IMPLEMENTED IN STAGES STARTING WITH THE TRANSPORTATION SECTOR.
QTE ACCORDINGLY, ALL MOTOR COMPANIES IN NIGERIA WHO ARE
CURRENTLY ENJOYING SOLE AGENCY OR MONOPOLY ARRANGEMENTS WITH
FOREIGN MANUFACTURERS OF VARIOUS MODELS OF MOTOR VEHICLES WILL
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HAVE SUCH MONOPOLY OR SOLE AGENCY ARRANGEMENT ABOLISHED UNQTE.

3. SHUWA SAID THAT MINISTRY OF TRADE OFFICIALS HAVE DISCUSSED PROBLEM WITH MANUFACTURERS OR MOST COMMON VEHICLES SOLD HERE AND THAT THE PRINCIPLE ENDING SOLE AGENCY AGREEMENTS QTE HAS NOW BEEN ACCEPTED BY ALL MANUFACTURERS CONSULTED UNQTE. MANUFACTURERS ARE NOW RESPONSIBLE QTE TO CONTACT MY (TRADE) MINISTRY FOR IMMEDIATE NEGOTIATIONS ON THE APPOINTMENT OF AT LEAST TWO NEW ADDITIONAL AGENTS FOR EACH MODEL OF MOTOR VEHICLE THEY EXPORT TO NIGERIA UNQTE. APPOINTMENT OF NEW AGENTS WILL BE ON THE BASIS

OF CONSULTATIONS BETWEEN THE MANUFACTURERS AND THE GOVERNMENT.

4. SHUWA SPECIFICALLY CITED AS EXAMPLE GERMANY'S MERCEDES BENZ CORPORATION AND ITS LOCAL DEALER LEVENTIS MOTORS WHICH OPERATES SALES ROOMS AND REPAIR FACILITIES AROUND THE COUNTRY. SHUWA STATED THAT MERCEDES WOULD HAVE TO APPOINT AT LEAST TWO ADDITIONAL LOCAL AGENTS TO SELL ITS PRODUCTS HERE.

5. MOVE IS PART OF GOVERNMENT CAMPAIGN AGAINST ALLEGED RESTRICT TRADE PRACTICES. MULTIPLE DEALERSHIPS EXPECTED TO IMPROVE SERVICE AND REDUCE PRICE AND PROFITEERING.

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